


INSPIRED B  Fundraising Fundamentals


**The Sky is the Limit -
A Career in Fundraising**


Peter Fletcher

Saturday 26th February 2011
1:50 – 2:50

INSPIRED B  Fundraising Fundamentals

Values!







Fundraising Fundamentals

Values

Love	Courage	Determination	Perseverance
Persistence	Success	Dedication	Loyalty
Commitment	Freedom	Passion	Challenge
Competition	Prosperity	Innovation	Health
Stability	Conformity	Contribution	Comfort
Impact	Personal Growth	Growth	Achievement
Caring	Accomplishment	Intimacy	Power
Control	Being Fit	Happiness	Friendship
Inspiring others	Fun	Vitality	Warmth
Intelligence	Excitement	Investing	Creativity
Cheerfulness	Trust	Intuition	Being the Best
Acceptance	Excellence	Harmony	Respect
Gratitude	Relationship	Recognition	Wealth
Learning	Competence	Pride	Discipline
Confidence	Strength	Flexibility	Self Esteem
Adventure	Integrity	Honesty	Choice
Equality	Hard Work	Teamwork	Individuality
Community	Simplicity		Making a Difference





Fundraising Fundamentals

WHAT MOTIVATES TALENT

	Factor	Percentage of Execs Rating Essential
TOP TEN	1 Values & Culture	58
	2 Freedom & Autonomy	56
	3 Job - Exciting Challenges	51
	4 Well Managed	50
	5 Career Advancement & Growth	39
	6 Company - Exciting Challenges	38
	7.1 Strong Performance	29
	7.2 Fit with Boss	29
	7.3 Differentiated Compensation	29
	10 High Total Compensation	23
	11 Industry Leader	21
	12 Talented People	20
	13 1	

Source: McKinsey/Sibson Joint Study
- The War For Talent

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Responsibility!

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Knowledge!

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Motivations!

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Leadership!

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Pathways!

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Mentoring!

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Emotion!

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Always

remind yourself;

Why you do, what you do.

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 MELBOURNE CONVENTION & EXHIBITION CENTRE
 24 - 27 February 2011



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